

1 Appearances of Board Members Present:

- 2 R.K. Mehrotra
- Charles Soprano
- 3 Millie Atkins
- William King
- 4 Gale Potts-Roque
- Lance Belcher
- 5 Jeffrey Elmore
- Andre Fruge
- 6 Richard Gonsoulin
- Gordon Burgess
- 7 Steve Grissom
- Jerald Jones
- 8 Kevin Langley
- Mayor Glenn Brasseaux

9  
10 Staff members present:

- 11 Michelle Sorrell
- Brenda Guess
- 12 Frank Favaloro
- Danielle Clapinski
- 13 Becky Lambert
- Anne Villa
- 14 Robin Tate
- Roshanda Hanible
- 15 Felipe Martinez
- Rick Broussard
- 16 Lori Weber

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MR. MEHROTRA:

Call to order. Welcome to the December 2013 meeting of the State of Louisiana Board of Commerce and Industry.

Rollcall, please.

MS. SORRELL:

Matt Parker for Governor Jindal.

(No response.)

MS. SORRELL:

Steve Windham for Lieutenant Governor.

MR. WINDHAM:

Here.

MS. SORRELL:

Millie Atkins.

MS. ATKINS:

Here.

MS. SORRELL:

Lance Belcher.

MR. BELCHER:

Here.

MS. SORRELL:

Bryan Bossier.

MR. BOSSIER:

Here.

MS. SORRELL:



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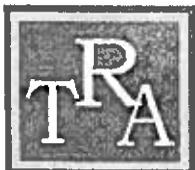
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1 Mayor Brasseaux.  
2 MAYOR BRASSEAUX:  
3 Here.  
4 MS. SORRELL:  
5 Gordon Burgess.  
6 MR. BURGESS:  
7 Here.  
8 MS. SORRELL:  
9 Mark Delesdenier  
10 (No response.)  
11 MS. SORRELL:  
12 Jeffrey Elmore.  
13 MR. ELMORE:  
14 Here.  
15 MS. SORRELL:  
16 Andre Fruge.  
17 MR. FRUGE:  
18 Here.  
19 MS. SORRELL:  
20 Richard Gonsoulin.  
21 MR. GONSOULIN:  
22 Here.  
23 MS. SORRELL:  
24 Steven Grissom  
25 MR. GRISSOM:



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Here.

MS. SORRELL:

Thomas Holden.

(No response.)

MS. SORRELL:

Jerry Jones.

MR. JONES:

Here.

MS. SORRELL:

William King.

MR. KING:

Here.

MS. SORRELL:

Kevin Langley.

MR. LANGLEY:

Here.

MS. SORRELL:

Michelle Ducharme for Senator Martiny.

MS. DUCHARME:

Here.

MS. SORRELL:

R.K. Mehrotra.

MR. MEHROTRA:

Here.

MS. SORRELL:



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1                   Kenny Harris for Erich Ponti,  
2 Representative Ponti.

3                   (No response.)

4                   MS. SORRELL:

5                   Stephen Pugh.

6                   (No response.)

7                   MS. SORRELL:

8                   Senator Riser.

9                   (No response.)

10                  MS. SORRELL:

11                  Gale Potts-Roque.

12                  MS. POTTS-ROQUE:

13                  Here.

14                  MS. SORRELL:

15                  Wilda Smith.

16                  MS. SMITH:

17                  Here.

18                  MS. SORRELL:

19                  Charles Soprano.

20                  MR. SOPRANO:

21                  Here.

22                  MS. SORRELL:

23                  We have a quorum.

24                  MS. MEHROTRA:

25                  We do have a quorum.



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1 All right. Can I get a motion to  
2 approve the minutes from our October 22nd, 2013 meeting?

3 Motion by Mr. King, second by Ms.  
4 Atkins.

5 If you would like to address the Board,  
6 please fill out a blue card and turn it in at the table.  
7 Thank you.

8 Start with Quality Jobs Program.

9 MR. FAVALORO:

10 Yes, sir. I have three Quality Jobs  
11 applications: 20111045, Gravois Aluminum Boat, LLC in  
12 Iberia; 20111044, International Marine Terminals  
13 Partnership in Plaquemine; and 20121170, UPS Midstream  
14 Services, Inc.

15 That concludes the applications.

16 MR. MEHROTRA:

17 Thank you.

18 We need to take a step back and vote on  
19 the approval of the minutes. We need close that out, so  
20 can I have a motion to approve?

21 Mr. Jones, second by Mr. King.

22 All in favor, say "aye".

23 (Several members respond "aye".)

24 MR. MEHROTRA:

25 Okay. All opposed?



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1 (No response.)

2 MR. MEHROTRA:

3 Okay. Motion to approve has been  
4 passed.

5 I'm sorry, Mr. Favaloro. Okay. So we  
6 had three new job applications in the Quality Jobs  
7 Program. Motion to approve those three by Mr. Fruge,  
8 second by Ms. Potts-Roque.

9 Comments or discussion from the floor?

10 (No response.)

11 MR. MEHROTRA:

12 Comments or discussion from the Board?

13 (No response.)

14 MR. MEHROTRA:

15 All in favor, say "aye".

16 (Several members respond "aye".)

17 MR. MEHROTRA:

18 All opposed?

19 (No response.)

20 MR. MEHROTRA:

21 There is no opposition.

22 MS. FAVALORO:

23 That concludes Quality Jobs.

24 MR. MEHROTRA:

25 Okay. Thank you.



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1 Restoration Tax Abatement Program by  
2 Ms. Lambert.

3 MS. LAMBERT:

4 All right. Thank you. We have one new  
5 application and one transfer of ownership. The new  
6 application is Application Number 20071011 for Hassell  
7 Wealth Management, LLC in Terrebonne. That's for one  
8 application.

9 MR. MEHROTRA:

10 Okay. Thank you.  
11 Motion to approve?

12 MR. JONES:

13 So moved.

14 MR. MEHROTRA:

15 By Mr. Jones, second by Mr. Burgess.  
16 Comments or discussion from the floor?

17 (No response.)

18 MR. MEHROTRA:

19 Comments or discussion from the Board?

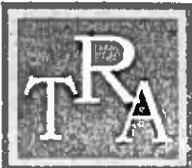
20 (No response.)

21 MR. MEHROTRA:

22 All in favor, say "aye".  
23 (Several members respond "aye".)

24 MR. MEHROTRA:

25 All opposed?



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1 (No response.)

2 MR. MEHROTRA:

3 There is no opposition.

4 MS. LAMBERT:

5 And we have one transfer, one request to  
6 transfer owner of active contract for Contract Number  
7 20110904, the former owner is 919 Esplanade, LLC, the  
8 new owner is French Quarter Hotel Collection, LLC in  
9 Orleans Parish.

10 MR. MEHROTRA:

11 Okay. Thank you.

12 Motion to approve by Mr. Soprano, second  
13 by Mayor Brasseaux.

14 Any comments or discussion from the  
15 floor?

16 (No response.)

17 MR. MEHROTRA:

18 Comments or discussion from the Board?

19 (No response.)

20 MR. MEHROTRA:

21 All in favor, say "aye".

22 (Several members respond "aye".)

23 MR. MEHROTRA:

24 All opposed?

25 (No response.)



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1 MR. MEHROTRA:

2 There is no opposition.

3 MS. LAMBERT:

4 That concludes the business for  
5 Restoration Tax Abatement.

6 MR. MEHROTRA:

7 Thank you, Ms. Lambert.

8 MS. HANIBLE:

9 Thank you. We have 20 new applications  
10 for the Enterprise Zone Program: American Paint  
11 Building, LLC, doing business as Josephine Loft in  
12 Orleans Parish; Acadia Gas Storage, LLC in Bienville  
13 Parish; Aristotle's Alexander in Lafayette Parish;  
14 Associated Grocers, Incorporated in East Baton Rouge  
15 Parish; Bordelon Marine Shipbuilders, LLC in Terrebonne  
16 Parish; De La Ronde Medical Center, LLC in St. Bernard  
17 Parish; Le petit Restaurant, LLC, doing business as  
18 Tableau in Orleans Parish; Nasz Remiza, LLC, doing  
19 business in Tangipahoa Parish; Our Lady of the Lake  
20 Regional Medical Center in Livingston Parish; Rain CII  
21 Carbon, LLC in Calcasieu; Red Stick Hospitality, LLC,  
22 doing business as Hampton Inn & Suites Baton Rouge  
23 Downtown in Baton Rouge Parish; Rent A Center,  
24 Incorporated, doing business as Rent-A-Center Store  
25 Number 03058 in Orleans Parish; St. Margaret's Daughters



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1 Home in Orleans Parish; Stirling Properties, LLC in St.  
 2 Tammany Parish; Syngenta Crop Protection, LLC in  
 3 Iberville Parish; Vestview Enterprises, LLC, doing  
 4 business as Subway Store Number 56407 in Ascension  
 5 Parish; Weatherford U.S, L.P. in Lafayette Parish;  
 6 Weatherford U.S, L.P. in Terrebonne Parish; Weatherford  
 7 U.S., L.P. in Lafayette Parish; and Woldenberg Village,  
 8 Incorporated in Orleans Parish.

9 MR. MEHROTRA:

10 Thank you.

11 Motion to approve by Ms. Potts-Roque,  
 12 second by Mr. Fruge.

13 Comments or discussion from the floor?

14 (No response.)

15 MR. MEHROTRA:

16 Comments or discussion from the Board?

17 (No response.)

18 MR. MEHROTRA:

19 All in favor, say "aye".

20 (Several members respond "aye".)

21 MR. MEHROTRA:

22 All opposed?

23 (No response.)

24 MR. MEHROTRA:

25 There is no opposition.



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MS. HANIBLE:

Thank you.

We have one application for the Board's consideration for cancellation, that's Application Number 20101044, Vanguard Synfuels, LLC in Grant Parish. The Board initially approved the application in August of 2012, however, the Louisiana Department of Revenue issued an objection. Since that time, the company has not cleared the objection. The staff recommends cancellation.

MR. MEHROTRA:

Okay. Thank you.

Motion to approve by Mr. Soprano, second by Mr. Belcher.

Comments or discussion from the floor?

(No response.)

MR. MEHROTRA:

Comments or discussion from the Board?

(No response.)

MR. MEHROTRA:

All in favor, say "aye".

(Several members respond "aye".)

MR. MEHROTRA:

All opposed?

(No response.)



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MR. MEHROTRA:

There is no opposition.

MS. HANIBLE:

Thank you.

There are 10 contracts for cancellation, all of which are being canceled because the companies did not meet the hiring requirements as required by the Enterprise Zone Program: We have Boh Bros. Construction Company, LLC in Orleans Parish, Project Number 060615; Boh Bros. Company, LLC Orleans Parish, Project Number 060617; Boutte Dental Associates, LLC, St. Charles Parish, Project Number 20100768; Broadmoor, LLC, Orleans Parish, Project Number 060618; Choice Title, Incorporated, St. John Parish, Project Number 060628; Ford Lincoln in St. Tammany Parish, Project Number 060695; GCGK Investments, LLC, Terrebonne Parish, Project Number 060236; Guico Machine Works, Incorporated, Jefferson Parish, Project Number 061882; Ralph Sellers Hyundai in Ascension Parish, Project Number 20110264; Ralph Sellers Motor Company, LLC in Ascension Parish, Project Number 20110265.

MR. MEHROTRA:

Thank you.

Motion to approve by Mr. Soprano, second by Ms. Smith.



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1 Comments or discussion from the floor?

2 (No response.)

3 MR. MEHROTRA:

4 Comments or discussion from the Board?

5 (No response.)

6 MR. MEHROTRA:

7 All in favor, say "aye".

8 (Several members respond "aye".)

9 MR. MEHROTRA:

10 All opposed?

11 (No response.)

12 MR. MEHROTRA:

13 There is no opposition. Thank you.

14 Ms. Weber.

15 MS. WEBER:

16 Yes, sir. Before I begin on my new  
17 applications, Project Number 20130744, Baker Hughes  
18 Oilfield Operations, shows St. Martin. That should be  
19 Lafourche Parish. All right.

20 MR. MEHROTRA:

21 One hundred eighteen new applications;  
22 correct?

23 MS. WEBER:

24 Right.

25 MR. MEHROTRA:



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1                   Might I have a motion to handle the list  
2                   in globo?

3                   MR. JONES:

4                   So moved.

5                   MR. FRUGE:

6                   Second.

7                   MR. MEHROTRA:

8                   By Mr. Jones, second by Mr. Fruge.

9                   All in favor, say "aye".

10                  (Several members respond "aye".)

11                  MR. MEHROTRA:

12                  All opposed?

13                  (No response.)

14                  MR. MEHROTRA:

15                  There is no opposition.

16                  MS. WEBER:

17                  Do you want the renewals next or the  
18                  specials?

19                  MR. MEHROTRA:

20                  Let's do the renewals next.

21                  MS. WEBER:

22                  Okay. I have 48 renewals:

23                  MS. POTTS-ROQUE:

24                  We didn't vote on the applications, did  
25                  we?



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1 MR. FRUGE:  
2 We just did the motion.  
3 MR. MEHROTRA:  
4 So we're handling the 108 in globo. Can  
5 I have a motion to approve the 108 new applications?  
6 Thank you, Ms. Potts-Roque.  
7 By Ms. Smith, second by Mr. King.  
8 All in favor, say "aye".  
9 (Several members respond "aye".)  
10 MR. MEHROTRA:  
11 All opposed?  
12 (No response.)  
13 MR. MEHROTRA:  
14 There is no opposition.  
15 Okay. We're going to handle a motion to  
16 handle the 48 renewals in globo. Can I have a motion to  
17 handle the list in globo?  
18 MR. FRUGE:  
19 So moved.  
20 MR. MEHROTRA:  
21 Mr. Fruge, second by Mr. Elmore.  
22 MR. JONES:  
23 Mr. Chairman, I'm going to have to  
24 recuse myself from these matters concerning Momentive  
25 Specially Chemical, Inc., Numbers 20090374, 0375, 0701



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1 and 20131043. I'm recusing myself from voting on those  
2 matters.

3 Mr. MEHROTRA:

4 Thank you, Mr. Jones.

5 Okay. Do I have a motion to approve the  
6 48 new applications?

7 Mr. Elmore, second by Mr. Burgess.

8 Comments or discussion from the floor?

9 (No response.)

10 MR. MEHROTRA:

11 Comments or discussion from the Board?

12 (No response.)

13 MR. MEHROTRA:

14 All in favor, say "aye".

15 (Several members respond "aye".)

16 MR. MEHROTRA:

17 All opposed?

18 (No response.)

19 MR. MEHROTRA:

20 There is no opposition.

21 MS. WEBER:

22 All right. The first three are  
23 transfers of tax exemption contracts. The first one is  
24 Temple-Inland Forest, Project 20090733 to  
25 Georgia-Pacific Wood Products South, LLC, Beauregard.



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1 The next is Temple-Inland, Contracts 20039092, 050412,  
 2 06597, 070454, 20080586, 20100582, 20110341, 20120368,  
 3 20130719 to Georgia-Specific Wood Products South in  
 4 Beauregard. The last one is I&W Properties, LLC,  
 5 Contract 20120565 to ASAP Industries, LLC, Terrebonne.

6 MR. MEHROTRA:

7 Thank you.

8 Motion to approve by Mr. Windham, second  
 9 by Ms. Smith.

10 Comments or discussion from the floor?

11 (No response.)

12 MR. MEHROTRA:

13 Comments or discussion from the Board?

14 (No response.)

15 MR. MEHROTRA:

16 All in favor, say "aye".

17 (Several members respond "aye".)

18 MR. MEHROTRA:

19 All opposed?

20 (No response.)

21 MR. MEHROTRA:

22 There is no opposition.

23 MS. WEBER:

24 All right. We have three changes in  
 25 location: Southern Precision, Contract 20111126 and D&G



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1 Investments of St. Rose, 20111126A, from 108 Pintail  
2 Street in St. Rose to 101 Pintail Street in St. Rose.  
3 That's St. Charles Parish; Momentive Specialty  
4 Chemicals, Contracts 20130602, 20130605 and 20131043,  
5 from 9288 Highway 75 in Geismar to 4338 Highway 73 in  
6 Geismar, Ascension Parish.

7 MR. MEHROTRA:

8 Okay.

9 Motion to approve by Mr. Belcher and  
10 second by Mr. Atkins.

11 MR. JONES:

12 Mr. Chairman, again, I need to recuse  
13 myself in the matter three contract, Momentive  
14 Specialties. We have three contracts there.

15 MR. MEHROTRA:

16 Okay. Mr. Jones abstaining from the  
17 mentioned.

18 MR. MEHROTRA:

19 Comments or discussion from the floor?

20 (No response.)

21 MR. MEHROTRA:

22 Comments or discussion from the Board?

23 (No response.)

24 MR. MEHROTRA:

25 All in favor, say "aye".



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1 (Several members respond "aye".)

2 MR. MEHROTRA:

3 All opposed?

4 (No response.)

5 MR. MEHROTRA:

6 There is no opposition.

7 MS. WEBER:

8 Okay. My next is a special  
9 request/update. Last year, you, the Board, approved  
10 Racer Trust and Racer Properties to continue the  
11 exemption with the intent to sell the property to a  
12 manufacturer. I understand there is possibly a contract  
13 being made right now, so we're asking that it be  
14 continued for an additional year until such time as we  
15 can transfer the contract to a new manufacturer. That's  
16 all I know.

17 MR. JONES:

18 Do we know who the new manufacturer is?

19 MS. WEBER:

20 I have no knowledge.

21 MS. POTTS-ROQUE:

22 Do we want to review it on a possible?

23 MS. WEBER:

24 Yes, ma'am. I'm sorry. I think in the  
25 interest of encouraging the use of the facility, that we



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1 want to continue this for another year.

2 MR. GRISSOM:

3 This relates to the GM project that was  
4 announced some time back.

5 MS. POTTS-ROQUE:

6 Okay.

7 MR. FRUGE:

8 Motion to approve.

9 MR. MEHROTRA:

10 Motion to approve by Mr. Fruge, second  
11 by Mr. Elmore.

12 Comments or discussion from the floor?

13 (No response.)

14 MR. MEHROTRA:

15 Comments or discussion from the Board?

16 (No response.)

17 MR. MEHROTRA:

18 All in favor, say "aye".

19 (Several members respond "aye".)

20 MR. MEHROTRA:

21 All opposed?

22 (No response.)

23 MR. MEHROTRA:

24 There is no opposition.

25 MS. WEBER:



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1           Okay. I have several cancellation of  
2 the contracts. The first is for Jareh Plastics &  
3 Assemblies, Contracts 20080952, 200809528A and 20100790.  
4 The original applications were for a building and  
5 manufacturing equipment. Basically what's happened is  
6 they have not provided the paperwork that we need to  
7 continue these projects, nor will be able to determine  
8 that they were actually in still in a manufacturing  
9 state. I did finally get in touch with Mr. Daniels, and  
10 he indicated that they had moved from the facility that  
11 they had built, which was under the contract, to another  
12 facility and did not transfer those, but the City of  
13 Bastrop indicated that there are no active utilities at  
14 either location. So I'm just requesting that we cancel  
15 these contracts.

16           The other ones, BJ Services, they were  
17 sold to Superior Energy and taxes were paid on the  
18 assets and they've requested that we cancel these. Air  
19 Liquide in Jefferson and Ascension Parish, they appear  
20 to be paying the property taxes on these assets, so  
21 they've requested cancel egg of these contracts as well.

22           MR. MEHROTRA:

23           Okay. Thank you.

24           Motion to approve cancellation by  
25 Mr. Windham, second by Mayer Brasseaux.



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1                   Comments or discussion from the floor?

2                   (No response.)

3                   MR. MEHROTRA:

4                   Comments or discussion from the Board?

5                   (No response.)

6                   MR. MEHROTRA:

7                   All in favor, "aye".

8                   (Several members respond "aye".)

9                   MR. MEHROTRA:

10                  All opposed?

11                  (No response.)

12                  MR. MEHROTRA:

13                  There is no opposition.

14                  MS. WEBER:

15                  That's all.

16                  MR. MEHROTRA:

17                  Thank you, Ms. Weber.

18                  Okay. I'd like to just remind  
19 everybody, next month we will be taking nominations for  
20 a new chair and we will vote in the February 2013  
21 meeting, so please put some thought into that matter.

22                  Mr. Grissom from LED, any comments?

23                  MR. GRISSOM:

24                  Thank you, Mr. Chairman. Thank you very  
25 much. I very much appreciate your participation today



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1 and participation throughout the years as we wrap up the  
2 work of this Board this December. Just want to extend  
3 my gratitude for your service to the State and the  
4 efforts of the department for the overall economic  
5 development efforts of the State.

6 I wanted to cover a few things during  
7 these highlights. I won't take too much of your time,  
8 but I do have a few topics I wanted to cover. The first  
9 is that at the end of each year, the department's been  
10 pulling together an economic highlights document that  
11 really just does a yearend review. We're in process of  
12 pulling that together, so be on the lookout for that  
13 over the next two to three weeks. We will issue it to  
14 our Board members. It's about a seven to 10-page  
15 document. I think it provides a lot of information, so  
16 be on the lookout for that.

17 At our last meeting, I mentioned some of  
18 our recent work on the international front. Just wanted  
19 to provide a progress update. Just a bit of context,  
20 over the last several years, Louisiana really has been a  
21 strong force in international projects. We've attracted  
22 a number of large-scale, multi-billion-dollar  
23 international investments from formal to national  
24 companies, companies such as Sasol, Gameloft and  
25 Benteler, to name a few, and we think that Louisiana has



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1 unique assets and really offers a lot for international  
2 companies as they're looking to make investments in the  
3 U.S.

4 Under our current organization, we have  
5 cultivated relationships with international companies,  
6 have traveled to different parts of the world to try to  
7 uncover with further discussions with foreign companies  
8 and so we've had a strong effort over these years, but  
9 we're confident that we can do even better and we're  
10 excited that through the Louisiana Board of  
11 International Commerce, which was established about a  
12 year and a half ago -- it really was established in  
13 statute about a year and a half ago. They have worked  
14 with LEDC and we've established a new international  
15 commerce master plan and the plan is a blueprint for the  
16 success in foreign direct investment trade promotion and  
17 it's identified a number of target initiatives that have  
18 focused a wide range of topics from infrastructure and  
19 workforce development, trade outreach, lead generation,  
20 organizational best practices, and with the Board's  
21 ratification that happened about a month and a half ago,  
22 we're very well positioned now to execute the plan.  
23 We've identified and secured some resources from EDA,  
24 and so we'll be leveraging those resources as we attempt  
25 to execute that master plan.



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1           The plan identified 22 specific  
2 initiatives that we'll be working against, and we're  
3 confident that working with the International Commerce  
4 Board and by executing these new initiatives, deploying  
5 some of these new financial resources that we have  
6 toward international, that we will build upon success as  
7 we have seen over these last few years. So positive  
8 developments on the international front. Just wanted to  
9 provide an update to all of our Board members on where  
10 we stand. I think as we move into calendar year 2014,  
11 we're going to see a lot of new, accelerated activity  
12 and ultimately some nice results that come from those  
13 efforts.

14           I wanted to also provide an update on  
15 our business climate. This is a place where we spend a  
16 lot of time trying to assure that we're moving in the  
17 right direction, and, indeed. In November, a  
18 publication, Site Selection, identified Louisiana as  
19 Number 6 in their overall U.S. business climate  
20 rankings. This is the state's highest ever placement in  
21 Site Selection's ranking. We've moved up from Number 7  
22 last year, and just over five years ago, Louisiana  
23 ranked Number 25. So we've made quite a bit of progress  
24 over the last several years, and we're excited that we  
25 continue to move in the right direction. We still have



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1 some work to do. I'm not satisfied with Number 6, but  
2 it's nice to be in that top 10 and nice to be recognized  
3 that we are indeed in the top 10. This is a business  
4 climate ranking. It's focused on business location  
5 decisions, and one other thing that the magazine  
6 identified as part of their survey was that workforce  
7 continues to be the number one factor in those location  
8 decisions that are happening. This is based on  
9 interviews with site selectors from across the U.S., and  
10 fortunately with our LED FastStart Program, we've got a  
11 great tool to address that issue. LED FastStart  
12 continues to be ranked Number 1 in the U.S. as far as  
13 workforce development solutions. That's four years in a  
14 row it's been ranked Number 1, and we feel it's a key  
15 for our State and we continue to really sharpen that  
16 resource and tool for new and expanding companies. And  
17 we've really grown some of these offerings that we're  
18 able to provide and not only leverage the new and best  
19 technology, but also provide some ancillary services  
20 that ensure that that transition into the State --  
21 particularly it if it's a new company, particularly if  
22 it's an international company, to ensure that transition  
23 is as smooth as possible. So we're very proud of that  
24 effort and we're glad to be part of that decisionmaking  
25 criteria of leading site selectors across the U.S.



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1 I wanted to close my remarks with a few  
2 recent project announcements and I'll just hit on a few  
3 that happened over the last several weeks and then open  
4 it up for any questions. Just a few -- well, I guess  
5 the last week, Gulf Coast Spinning Company announced  
6 that they will invest \$130-million in a new cotton  
7 spinning facility in Bunkie, Louisiana, with  
8 construction beginning in 2014. This is a second phase  
9 to an announcement that occurred back in 2008 in  
10 Lacassine, Louisiana. The project is expected to create  
11 over 300 new direct jobs, and when you look at indirect  
12 jobs, it's 700, so in total more than 1,000 jobs in and  
13 around Bunkie, Louisiana. So very exciting announcement  
14 for the State, and for that part of the State.

15 Earlier this month, Pelican Energy  
16 Consultants in Madisonville, Louisiana announced that  
17 they would expand -- well, maintain their Louisiana  
18 corporate headquarters in Madisonville, Louisiana and  
19 also expand its engineering center with a \$5-million  
20 capital investment for the creation of 195 direct jobs.  
21 When indirects are accounted for, nearly 500 new jobs in  
22 the southeast region of Louisiana. Much of their growth  
23 is centered on engineering services around CO2 enhanced  
24 oil recovery, and this is a company that's doing work  
25 across the U.S. and across the globe. So very exciting



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1 to have them retaining and growing that presence here in  
2 Louisiana.

3 Last month in the Alexandria area,  
4 Paperworks Industries announced that they would relocate  
5 one of their manufacturing facilities from New York to  
6 Alexandria. This is a supplier to Procter & Gamble that  
7 is a major employer in the area, and when you look at  
8 the indirect jobs, over 200 new jobs in Louisiana to the  
9 central region of the State. And, again, it just serves  
10 to support and enable Procter & Gamble to achieve their  
11 success in the central region. So very excited about  
12 that announcement.

13 Looking back from 2008, our state  
14 secured economic develop that resulted in more than  
15 83,000 new jobs and more than 54-billion in new  
16 investments, so a lot of successes over the last several  
17 years.

18 We've got a lot of work in front of us.  
19 We still have room to improve, but we're excited to be  
20 building upon those successes and really have a nice  
21 pipeline of opportunities in front of us for the coming  
22 quarter as we start out 2014, so I'm very optimistic  
23 about our prospects in the coming years.

24 I wanted to close by just one thing, we  
25 are expecting an additional announcement later this



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1 afternoon in the Lafayette area. It's not at a point  
2 where I can go into details, but just for our Board  
3 members to be watching out for that announcement in the  
4 Lafayette area in the coming hours.

5 So with that, I'll close and be happy to  
6 answer any questions. And just once again, just want to  
7 thank everybody for your service with this Board.

8 MS. POTTS-ROQUE:

9 I have a question. What can you tell us  
10 about the Shell project since we've heard in the news  
11 recently?

12 MR. GRISSOM:

13 Absolutely. I believe that came out  
14 late last week, but the abrupt decision to cancel the  
15 North American GTL project just 10 weeks after  
16 concluding a multiyear site selection process where they  
17 selected Louisiana was obviously very disappointing.  
18 Earlier in the year, the outgoing Shell CEO had  
19 identified North America as a region of opportunity  
20 particularly focused on the ongoing Shell gas  
21 revolution, had identified GTL as an opposite for  
22 capitalizing that North American opportunity, but  
23 unfortunately, some of the more recent public comments  
24 suggested that the company really had more capital  
25 project, more investment opportunities that they were



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1 analyzing than capital to fund them. So in the release,  
2 you know, it was identified that this was a tough  
3 decision, but with Shell operating with global portfolio  
4 investment opportunities, evidently the company  
5 determined that the U.S. GTL project was not asserted to  
6 be profitable as some of the other opportunities they  
7 were pursuing in their portfolio. So this is not a  
8 decision where the company said, "We're not investing in  
9 Louisiana." This is a strategic decision they made to  
10 no longer pursue this particular type of project, gas to  
11 liquid, in North America.

12 You know, any time we have an  
13 opportunity to compete for a major economic development  
14 projects, we want to do everything we can to secure it,  
15 and that's what we did in this case. Fortunately our  
16 state has been considered for a number of other  
17 multibillion dollar projects by other global companies,  
18 and we have tens of thousands of other jobs on the way  
19 because of previously-announced projects.

20 One other point, Sasol's world-scale  
21 ethane cracker gas-to-liquids facility in Lake Charles  
22 remains on track, so we're excited and optimistic about  
23 that project that is -- a component of it is applying  
24 similar technology that tap into North American Shell  
25 gas revolution.



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1 MS. POTTS-ROQUE:

2 Thank you.

3 MR. GRISSOM:

4 Thanks for asking.

5 MR. LANGLEY:

6 If in site selection having a trained  
7 workforce is the number one criteria and having quality  
8 jobs is very important to the people of Louisiana, and  
9 right now, Louisiana's doing a really good job in the  
10 FastStart Program to train those people, while I'm  
11 traveling the world, how would you answer the question  
12 why is Louisiana number one in the FastStart right now?  
13 What are we doing differently from the other states to  
14 train our people quicker and faster and better for those  
15 jobs? How would you answer that in a sound byte or two?

16 MR. GRISSOM:

17 Sure. The key thing is we have a team  
18 that is developed, experienced in doing this multiple  
19 times. It's a very specific skill set to be able to  
20 work with a company that's doing a rapid expansion and  
21 attracting the right employees and getting them trained  
22 on the corporate-specific processes in an accelerated  
23 timeframe, so we have a team that's just developed in  
24 that expertise. They're not constrained by any types of  
25 bureaucracy. They listen to the company, identify what



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1 they hear from the company, translate it into specific  
2 action steps and get it done. It's a 24/7 mentality,  
3 stay ahead of the client, don't let anything get in the  
4 way and bringing in those skills that they've built by  
5 serving other companies to actually add value to the  
6 process.

7 MR. LANGLEY:

8 Congratulations.

9 MR. GRISSOM:

10 Thank you very much.

11 We have seven key differentiators we've  
12 identified on the website, so if you're ever interested  
13 in just kind of logging through those, it's a really  
14 quick read and really highlights a lot of thing. It's a  
15 much higher level of service than some of the other  
16 competing states.

17 MS. POTTS-ROQUE:

18 I'd like to say it's just really good to  
19 see those industries working with the technical  
20 colleges, and high schools even, in trying to build this  
21 labor force for those industries. They're doing a  
22 really good job of that in our education department.

23 MR. GRISSOM:

24 Thank you.

25 One of the key things that the FastStart



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1 team is trying to do as they're working as the company  
2 is expanding is to create linkages with the local  
3 community technical schools, the four-year institutions.  
4 Again, depending on the job mix, but by taking the  
5 training materials they've developed specifically for  
6 the company, working with the local institutions, you  
7 develop a sustainable platform so that as there's  
8 turnover or if the company decides to expand in year  
9 four or five, they have a partner resource that  
10 understands what the company's trying to do and it is  
11 there locally versus what is -- essentially it's a Baton  
12 Rouge-based team with the FastStart team, so it's a  
13 great way to not only address those near-term needs for  
14 a company as they're growing and expanding, but also a  
15 sustainable platform.

16 MR. MEHROTRA:

17 Thank you, Mr. Grissom.

18 MR. GRISSOM:

19 Thank you, Mr. Chairman, and once again,  
20 thank you for your service.

21 MR. MEHROTRA:

22 Any other comments or work that needs to  
23 be accomplished?

24 (No response.)

25 MR. MEHROTRA:



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1 Motion to adjourn by Ms. Potts-Roque,  
2 second by Ms. Smith. Happy holidays, everyone.

3 (Meeting concludes at 2:07 p.m.)  
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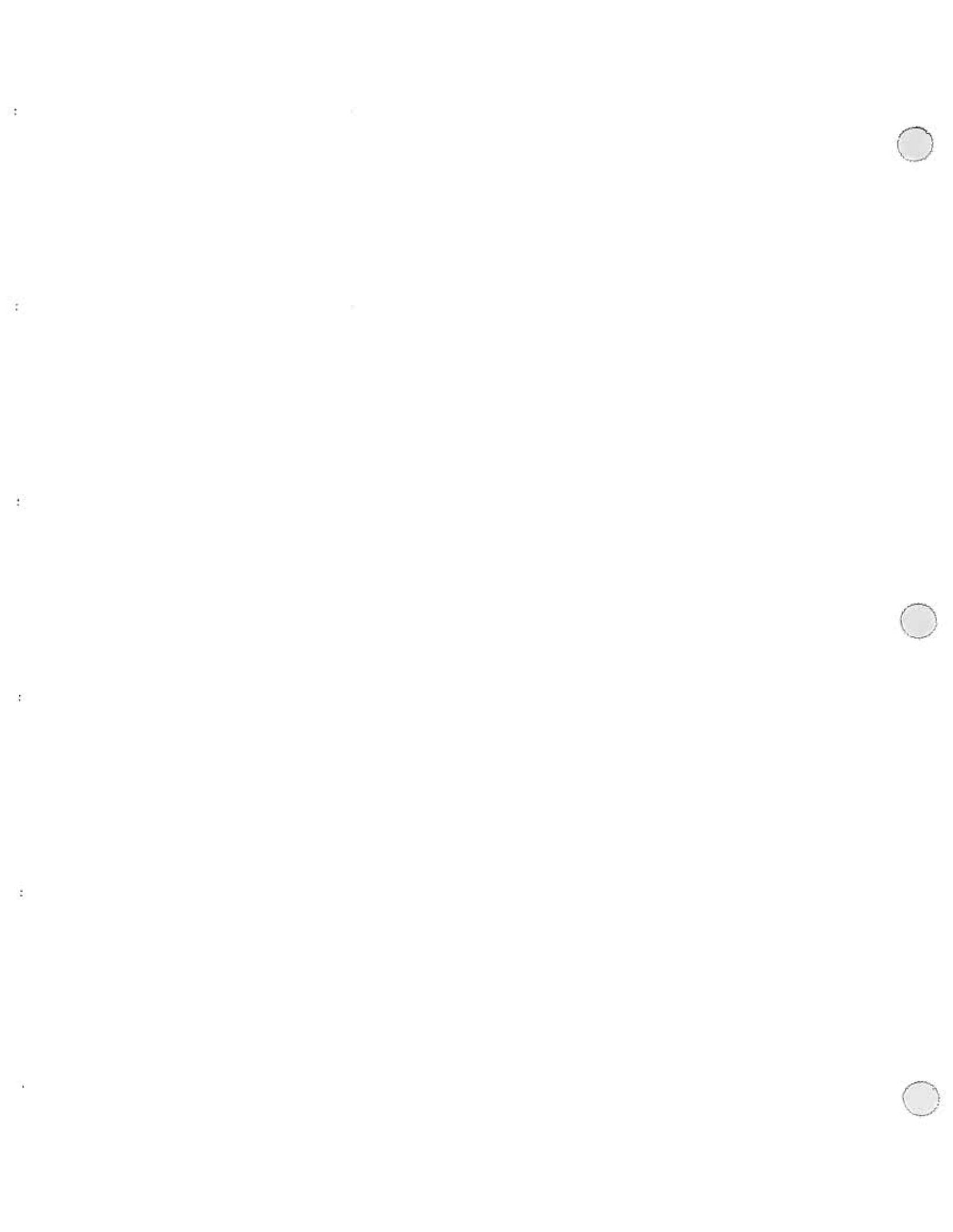
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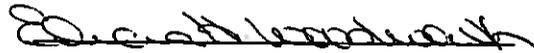
1 REPORTER'S CERTIFICATE:  
2

3 I, ELICIA H. WOODWORTH, Certified Court  
4 Reporter in and for the State of Louisiana, as the  
5 officer before whom this meeting for the Board of  
6 Commerce of the Louisiana Economic Development  
7 Corporation, do hereby certify that this meeting was  
8 reported by me in the stenotype reporting method, was  
9 prepared and transcribed by me or under my personal  
10 direction and supervision, and is a true and correct  
11 transcript to the best of my ability and understanding;

12 That the transcript has been prepared in  
13 compliance with transcript format required by statute or  
14 by rules of the board, that I have acted in compliance  
15 with the prohibition on contractual relationships, as  
16 defined by Louisiana Code of Civil Procedure Article  
17 1434 and in rules and advisory opinions of the board;

18 That I am not related to counsel or to the  
19 parties herein, nor am I otherwise interested in the  
20 outcome of this matter.

21  
22 Dated this 7th day of January, 2014.

23 

24 ELICIA H. WOODWORTH, CCR

25 CERTIFIED COURT REPORTER



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